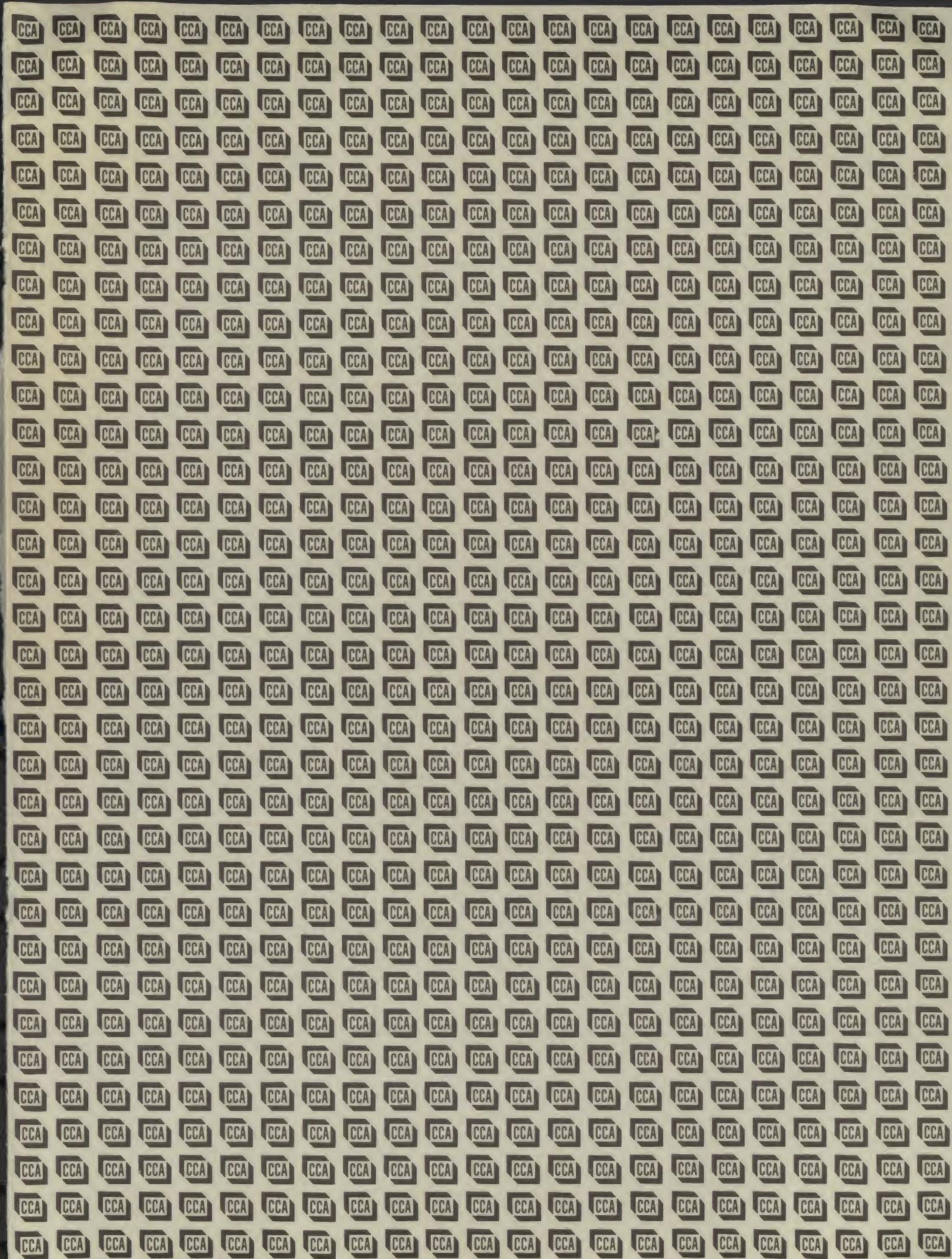


# Container Corporation of America

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CORPORATION FILE









## INTRODUCTION

The United States absorbs more than 170 billion paperboard packages yearly— $2\frac{1}{2}$  packages for every man, woman and child—every day of the year. These figures dramatically suggest the size and scope of the paperboard industry.



In its triple role of mover, protector and seller of goods, paperboard packaging has a uniquely close association with the great majority of products manufactured and marketed in the United States. Paperboard packaging accounts for three quarters of all packaging.

The expansion of self-service and automatic merchandising, increased consumer demand for convenience — particularly in food packaging — the rise in individual consumption of packaged products, old and new, are factors which increase both the importance and consumption of paperboard packaging.

Container Corporation is taking advantage of this promising climate for growth with forward planning and decisive action to participate in, and to contribute to that growth.

Among the company's resources are the varied services developed over the years. These are continually being re-emphasized and augmented so as to provide a comprehensive marketing service for the benefit of the customers of Container Corporation in every industry.

In the center of this report, you will see special emphasis given to the various components of this total marketing service: materials, research and development, structure, graphic design, printing and production, machinery and market research.



A GLANCE AT THE LAST TWO YEARS

|   | 1961        | 1960        |
|---|-------------|-------------|
| Sales   | 330 098 491 | 327 262 662 |
| Tons shipped  | 1 342 231   | 1 280 722   |
| Earnings  | 18 298 491* | 17 076 427  |
| Per common share  | 1.68*       | 1.57        |
| Per cent return on shareholders' investment               | 12.6        | 12.4        |
| Dividends paid and declared                               | 9 882 083   | 10 850 841  |
| Per cent of earnings                                      | 54          | 64          |
| Preferred (per share)                                     | 4.00        | 4.00        |
| Common (per share)  | .90         | 1.00        |
| Earnings retained for requirements of the business        | 10 310 344  | 6 225 586   |
| Depreciation and depletion                                | 13 466 980  | 12 829 059  |
| Plant and paper mill additions and improvements           | 19 522 047  | 17 640 918  |
| Working capital (current assets less current liabilities) | 39 109 313  | 36 372 691  |
| Taxes (federal, state, and local)                         | 26 606 381  | 24 742 746  |
| Per common share  | 2.48        | 2.32        |
| Shareholders' investment at year end                      | 156 193 289 | 145 411 966 |
| Shareholders' investment per employee                     | 8 172       | 7 832       |

\*Excludes non-recurring earnings of \$1,893,936 or 18¢ per share

MARCH 8, 1962

**TO THE SHAREHOLDERS AND EMPLOYEES:**

The consolidated earnings including foreign operations for 1961, after all charges, was \$18,298,491 compared with \$17,076,427 the previous year, a gain of 7%. These consolidated earnings represent \$1.68 per common share on 10,710,328 shares, after providing for preferred dividends, and compare with \$1.57 on 10,672,923 shares outstanding the previous year. Not included in the 1961 earnings is a non-recurring item of \$1,893,936 or 18¢ per share made from the sale of U. S. Plywood Corporation common shares. The return on invested capital of \$145,411,966 as of January 1, 1961 was 12.6% compared with 12.4% the previous year. The consolidated sales for 1961 were \$330,098,491, a new record, compared with \$327,262,662 the previous year.



Quarterly earnings per share on the outstanding common stock were:

|             | 1961 | 1960 |
|-------------|------|------|
| 1st Quarter | .38  | .43  |
| 2nd Quarter | .43  | .49  |
| 3rd Quarter | .38  | .39  |
| 4th Quarter | .49* | .26* |
|             | 1.68 | 1.57 |

\*The fourth quarter earnings include a year-end adjustment credit of 14 cents per share for 1961 compared with 5 cents for 1960.

Dividends disbursed in 1961 were as follows:

|             | Preferred Stock |             | Common Stock |
|-------------|-----------------|-------------|--------------|
| March 1     | 1.00            | February 24 | .25          |
| June 1      | 1.00            | May 25      | .25          |
| September 1 | 1.00            | August 25   | .20          |
| December 1  | 1.00            | November 24 | .20          |
|             | 4.00            |             | .90          |



The domestic sales were \$263,300,526 compared with \$267,161,711 the previous year, a decline of 1%. The wood products division was sold on May 1. If wood products sales were removed from each year, the domestic sales would show a slight gain in 1961 over the previous year.

The net earnings from domestic operations were \$16,023,491 compared with \$13,605,584 the previous year, a gain of 18%. This improvement resulted from slightly better volume, price increases in some product lines, and the continuing progress in cost reductions in all areas of the business.

Our equity in foreign earnings was \$2,275,000 compared with \$3,470,843 the previous year, a decrease of 34%. At year end we adjusted the foreign earnings to the free rate of exchange in those Latin American countries having an official rate and a free rate of exchange which accounts for a substantial part of the lower earnings for the year.

Record foreign sales were \$66,797,965 in 1961 compared with \$60,100,951 the previous year, an increase of 11%.

Domestic and foreign income taxes totalled \$18,510,000 for the year compared with \$18,335,000 the previous year.

Consolidated selling, administrative and general expenses were \$28,796,541 compared with \$29,475,626 the previous year.

The year's consolidated depreciation of \$12,901,802 was based on the same rates as in previous years. Timber depletion was \$565,178. Repair and maintenance charges were \$18,319,455 compared with \$18,982,334 in the previous year.

#### **WORKING CAPITAL**

Working capital was \$39,109,313 at year end compared with \$36,372,691 at the end of 1960, an increase of \$2,736,622.

**AN APPLICATION OF FUNDS STATEMENT**

Funds were provided from the following sources:

|  |                   |
|--|-------------------|
| Earnings for the year                    | 18 298 491        |
| Special item                             | 1 893 936         |
| Provision for depreciation and depletion | 13 466 980        |
| Proceeds from exercise of stock options  | 743 877           |
| <b>Total funds provided</b>              | <b>34 403 284</b> |

Funds were expended for the following:

|  |                           |
|--|---------------------------|
| Plant and equipment—                                   |                           |
| Additions and improvements                             | 19 522 047                |
| Acquisitions   | 1 251 760                 |
| Less net book value of sales and retirements           | 1 251 929      19 521 878 |
| Dividends—   |                           |
| 4% accumulative preferred stock                        | 255 438                   |
| Common stock   | 9 626 645      9 882 083  |
| Purchase of preferred stock and sinking fund provision | 322 531                   |
| Decrease in long term debt                             | 888 477                   |
| Increase in other assets                               | 1 051 693      31 666 662 |
| <b>Resulting in an increase in working capital of</b>  | <b>2 736 622</b>          |

**WORKING CAPITAL.** The following tabulation shows changes in working capital:

|  | December 31       |                   |                      |
|--|-------------------|-------------------|----------------------|
| CURRENT ASSETS:  | 1961              | 1960              | Increase or Decrease |
| Cash and marketable securities                         | 30 298 826        | 20 137 820        | 10 161 006           |
| Accounts receivable                                    | 29 314 621        | 28 119 506        | 1 195 115            |
| Inventories  | 30 979 586        | 32 430 505        | 1 450 919            |
| <b>Total current assets</b>                            | <b>90 593 033</b> | <b>80 687 831</b> | <b>9 905 202</b>     |
| <b>CURRENT LIABILITIES:</b>                            |                   |                   |                      |
| Short-term loans and current portion of long-term debt | 8 739 256         | 6 042 147         | 2 697 109            |
| Accounts payable                                       | 11 398 960        | 8 544 302         | 2 854 658            |
| Accrued liabilities                                    | 13 131 601        | 12 915 793        | 215 808              |
| Accrued taxes on income                                | 18 213 903        | 16 812 898        | 1 401 005            |
| <b>Total current liabilities</b>                       | <b>51 483 720</b> | <b>44 315 140</b> | <b>7 168 580</b>     |
| <b>Net working capital</b>                             | <b>39 109 313</b> | <b>36 372 691</b> | <b>2 736 622</b>     |





#### CAPITALIZATION

The outstanding common shares increased 37,405 during the year due to the exercise of stock options resulting in additional working capital of \$743,877.

The net increase in short term and long term debt was \$1,808,632 compared to the previous year and primarily provided funds for foreign expansion. Borrowings were made largely in local currencies.

#### EARNINGS RETAINED FOR REQUIREMENTS OF THE BUSINESS

The consolidated net earnings for the year of \$18,298,491 and the non-recurring earnings of \$1,893,936 were credited to earnings retained, and the preferred and common dividends of \$9,882,083 were charged to this account; the difference of \$10,310,344 remained as an addition to earnings retained for the requirements of the business.

At the June Meeting of the Board of Directors, the quarterly dividend was reduced from 25¢ to 20¢. At that time selling prices were weakening further after a price reduction in liner board and corrugating medium; some Latin American countries were having difficulty with their currencies, and the general outlook for the year was not encouraging. Greater retained earnings are deemed necessary for the further sound development of the business.

#### SHAREHOLDERS

Your Company's common shares are owned by individuals residing in each of the 50 states and in 17 foreign countries. At year end there were 17,978 individual shareholders, excluding shares registered in the names of brokers, institutions and corporations. A year ago the comparable number of shareholders was 18,788. The average individual shareholder owned 312 shares. The largest individual or corporate shareholder, other than the Container Common Stock Trust, owned approximately 3% of the outstanding common shares.



#### OPERATIONS

The following comparative tabulation shows the distribution of your Company's sales dollars.

|   | 1961        |        | 1960        |        |
|---|-------------|--------|-------------|--------|
|   | 330 098 491 | 100.0% | 327 262 662 | 100.0% |
| Purchased paperboard, waste paper, pulp wood,<br>pulp and other raw materials     | 113 765 425 | 34.5   | 114 456 503 | 35.0   |
| Labor   | 66 114 844  | 20.0   | 63 571 018  | 19.4   |
| Factory supplies and expense  | 61 855 945  | 18.7   | 64 540 241  | 19.7   |
| Provision for depreciation and depletion  | 13 466 980  | 4.1    | 12 829 059  | 3.9    |
| Selling, administrative, and other expenses<br>(excluding depreciation and taxes) | 29 990 425  | 9.1    | 30 046 668  | 9.2    |
| Federal, state and local taxes  | 26 606 381  | 8.0    | 24 742 746  | 7.6    |
| Dividends   | 9 882 083   | 3.0    | 10 850 841  | 3.3    |
| Operating earnings retained for requirements<br>of the business                   | 8 416 408   | 2.6    | 6 225 586   | 1.9    |

#### CAPITAL EXPENDITURES

Domestic and foreign capital expenditures were \$19,522,047 compared with \$17,640,918 the previous year. On December 31, 1961 the carry over of unexpended capital authorizations was \$18,245,144.

#### INVESTMENTS

In March, 1961 we acquired the assets of the Plas Tex Company in Los Angeles for \$1,380,222. This expanded our injection molding facilities for specialty plastic products.

On May 1 the Company sold the two remaining wood products plants of its Mengel Division to Mengel Wood Industries, Inc. a new corporation organized by the former management of these plants. The two plants had an annual sales volume of \$7,000,000. The



proceeds of this sale amounted to \$2,187,525 of which \$1,187,525 was received in cash and \$1,000,000 in preferred stock of the new corporation.

In June, 1961 the company sold 85,509 shares of U.S. Plywood Corporation stock acquired through the merger of the Mengel Company. After writing off \$1,133,505 of goodwill in the Mengel Company, the non-recurring earnings after taxes on the sale of this stock amounted to \$1,893,936 or 18¢ per share and is reported separately from the operating earnings for the year. This completed the disposition of Mengel wood operations and investments which are not associated with the paperboard packaging industry.

#### PRODUCTION

The following ten-year tabulation is a comparison of tons of paperboard produced in your Company's mills and tons of finished product shipped, including foreign operations in all years.

|      | TONS PRODUCED<br>IN MILLS | TONS FINISHED<br>PRODUCT SHIPPED |
|------|---------------------------|----------------------------------|
| 1952 | 695 212                   | 845 316                          |
| 1953 | 717 591                   | 868 881                          |
| 1954 | 731 897                   | 835 369                          |
| 1955 | 828 458                   | 1 026 156                        |
| 1956 | 858 847                   | 1 085 941                        |
| 1957 | 893 583                   | 1 036 534                        |
| 1958 | 1 072 504                 | 1 124 368                        |
| 1959 | 1 201 953                 | 1 244 605                        |
| 1960 | 1 219 602                 | 1 280 722                        |
| 1961 | 1 278 042                 | 1 342 231                        |



#### REFORESTATION

Your Company controlled through fee simple ownership, long term lease, or timber rights, a combined total of 401,793 acres of timberlands, an increase of 28,980 acres over 1960.

Management of Company lands included planting with genetically superior seedlings. In addition, our free seedling and cooperative management programs resulted in extensive planting by local private landowners and youth organizations.

Research is continuing toward improving timber growth through insect, fire, and disease control, and better planting methods.

#### SALES

Consolidated sales for 1961 were \$330,098,491 compared to \$327,262,662 the previous year. This is a new record of total sales. The tabulation immediately below shows the distribution of the sales dollar by commodity classification.

|  |             |     |
|--|-------------|-----|
| Corrugated and solid fibre shipping containers   | 159 968 044 | 48% |
| Folding cartons, fibre cans and plastic products | 109 863 022 | 33  |
| Paperboard, pulp, waste paper and other          | 60 267 425  | 19  |
| Total sales                                      | 330 098 491 | 100 |

#### RESEARCH AND SALES DEVELOPMENT

Our research and marketing center at Valley Forge, Pennsylvania continued to expand its activities in the development of effective packages for the consumer market.

One of our most significant developments of the past year has been the introduction of paperboard in combination with plastic and other functional materials for packaging liquids. The Container Division has produced a plastic bag-in-box combination for the marketing of liquid dairy products and water for institutional and home use. The Sefton Fibre Can Division has developed a foil lined and laminated fibre can for motor oil. In addition, the Folding Carton Research Laboratories are perfecting new techniques and new packages for other liquid products. These developments are part of your company's



program to find new combinations of paperboard, coatings, and laminants for use in the packaging of products not formerly packaged in paperboard.

Emphasis is being placed on the development of packages which provide more convenience for the consumer. The company's new top-opening ice cream package is an example of this consumer-oriented approach to packaging.

Another new package has been developed for the multiple packaging of beer and other beverages. This development is an extension of our pioneering effort in the multiple packaging of many products.

The frozen food industry will benefit from new developments which will reduce the cost and increase the marketing effectiveness of products in this category.

The plastics division has made progress in the development of new molding techniques for the production of plastic packages.

Your company has continued its program of presenting marketing information to the management of customer companies through its sponsorship of a marketing seminar held in New York City. Distinguished marketing executives representing several industries formed the panel for the discussion of this important subject.

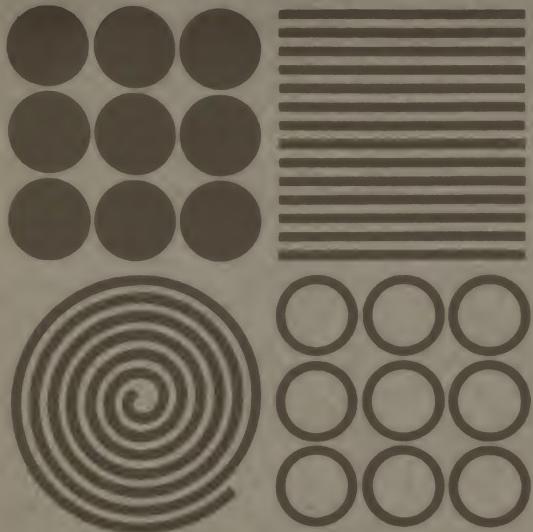
#### **INDUSTRY CONDITIONS**

The domestic paperboard industry operated at 91% of capacity compared to 89% a year ago. The total production of 16,654,936 tons of paperboard was a new record and 4% more than the previous high of 16,034,422 tons in 1959.

Price increases were made in the late third and fourth quarter in some products. However, in the general price structure, the serious problem remains to reflect cost increases incurred in recent years.

#### **EMPLOYEE RELATIONS**

Negotiations were satisfactorily carried on during the year, without work stoppages, with 107 bargaining units represented by 18 International Unions.



Materials—their production, selection and application— influence the quality of the finished package more than any other factor. This, in turn, contributes significantly to the marketing effectiveness of the product. A full range of quality materials for packaging is assured by Container Corporation's own paperboard mills. Supported by the finest equipment and most advanced techniques, CCA craftsmen turn trees and paper stock into vital paperboard. Manufactured to precise specifications, it rolls day and night from mills to fabricating plants in a steady, dependable stream.

#### MATERIALS

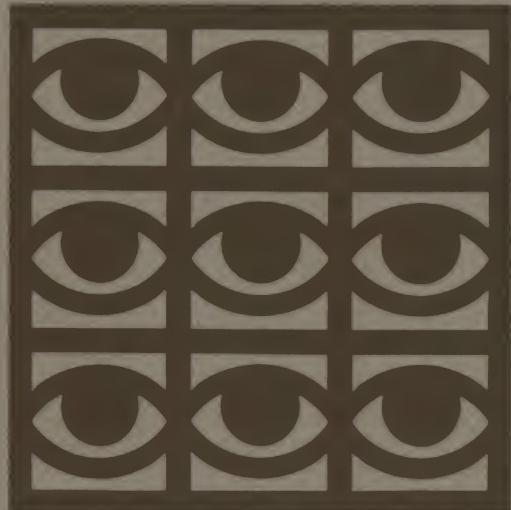


With packaging, as with products to be packaged, the ability to stay ahead is largely determined by the ability to look ahead. The intelligent look ahead at Container Corporation is fostered by formal development carried on constantly at four well-staffed and equipped research centers: in Chicago for corrugated and solid fibre products; in St. Louis, Missouri, for Sefton fibre cans; at Valley Forge, Pennsylvania, for folding cartons and paperboard; and near Valley Forge for the study and development of new packages and fabricating techniques in plastics. These research and development facilities are available to our customers as a source for the solution of packaging and marketing problems.

#### RESEARCH AND DEVELOPMENT



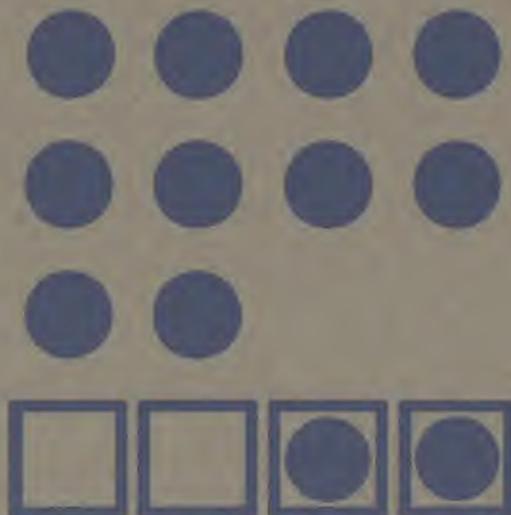
**STRUCTURE** The structural plan of the package represents optimum efficiency at a practical cost. How is the product put into the package? How is it transported? Is it threatened by mishandling or extremes of weather? Must the package function other than as a container—as a dispenser, perhaps, or a traveling advertisement for its contents? Can the package make the product more convenient—easier for the customer to use? CCA structural designers at every fabricating plant answer such questions in terms of appropriate materials, constructions, and adaptability to packaging machinery.



**GRAPHIC DESIGN** In the power of its design lies the selling power of the package. CCA has long been a leader in scientific testing of packaging. In our Design Laboratories, we use extensive testing facilities to evaluate consumer perception of and response to color, type, illustration, and overall design—all key factors in sales. Container Corporation's careful and thorough attention to the concept and techniques of graphic design delivers a more effective package at the point of purchase.



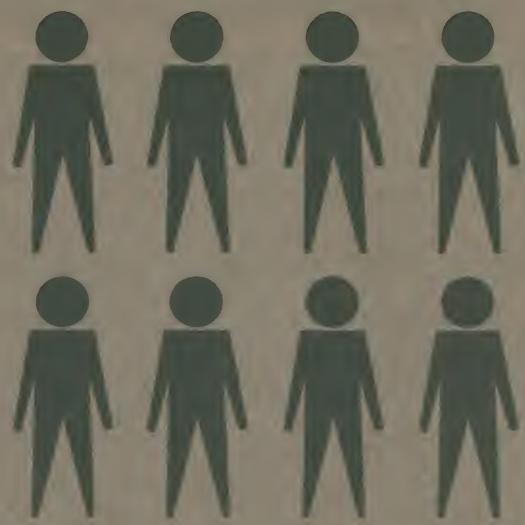
Superior results are the reward of meticulous follow-through on careful planning. Each individual package, though custom-designed to meet the needs of its contents, must be mass-produced with precision to meet the requirements of high speed automatic packaging machines and multiple marketing conditions. Container Corporation is the world's largest producer of paperboard packages . . . the world's largest industrial printer. The volume of Container Corporation's output has created an unmatched experience which is reflected in the consistently outstanding quality of our packaging.



Packaging at the pace of production, whatever the pace, whatever the product, is the contribution of the automatic packaging machine. Cost-saving automated packaging lines in many industries have grown out of a close collaboration with Container Corporation. Our machinery development experts, working with our customers and with manufacturers of automatic equipment, create new machines or modify existing ones to set up, fill and close the desired package smoothly, quickly, surely.

PRINTING AND PRODUCTION

MACHINERY



**MARKET RESEARCH** To speed the marketing cycle from the point of production to the decisive moment of purchase, Container Corporation's constant research and experimentation employs every marketing technique from package surveys to consumer panels (including a basic group of 10,000 men and women in Park Forest, Illinois). These modern marketing techniques, applied to solving packaging problems, have proved invaluable in creating dynamic, sales-increasing packages.

#### DOMESTIC PLANTS FOLDING CARTON

Boston, Mass.  
Chattanooga, Tenn.  
Chicago, Ill.—Lake Shore  
Chicago, Ill.—35th Street  
Dallas/Fort Worth, Texas  
Fort Wayne, Ind.  
Greensboro, N. C.  
Los Angeles, Calif.  
Philadelphia, Pa.  
Renton, Wash.  
Santa Clara, Calif.  
Solon, Ohio  
Valley Forge, Pa.

#### SHIPPING CONTAINER

Anderson, Ind.  
Baltimore, Md.  
Boston, Mass.  
Chattanooga, Tenn.  
Chicago, Ill.  
Cincinnati, Ohio  
Dolton, Ill.  
Fernandina, Fla.  
Fort Worth, Texas  
Fresno, Calif.  
Fulton, N. Y.

Houston, Texas  
Knoxville, Tenn.  
Lexington, Ky.  
Louisville, Ky.  
Memphis, Tenn.  
Muskogee, Okla.  
Nashville, Tenn.  
New Brunswick, N. J.  
Oakland, Calif.  
Philadelphia, Pa.  
Portland, Ore.  
Rock Island, Ill.  
Seattle, Wash.  
Sioux City, Iowa  
Winston-Salem, N. C.

**PAPER STOCK**  
Baltimore, Md.  
Chicago, Ill.  
Detroit, Mich.  
Kalamazoo, Mich.  
Los Angeles, Calif.  
Philadelphia, Pa.

**FIBRE CAN**  
Jeffersonville, Ind.

Los Angeles, Calif.  
New Orleans, La.  
Piqua, Ohio  
Portland, Ore.  
St. Louis, Mo.  
**PLASTICS**  
Chicago, Ill.  
Los Angeles, Calif.  
Tolowa, N. J.  
**MILLS**  
Brewton, Ala.  
Carthage, Ind.  
Chattanooga, Tenn.  
Chicago, Ill.—Lake Shore  
Chicago, Ill.—Ogden  
Cincinnati, Ohio  
Circleville, Ohio  
Fernandina, Fla.  
Los Angeles, Calif.  
Noblesville, Ind.  
Philadelphia, Pa.  
Santa Clara, Calif.  
Tacoma, Wash.  
Wabash, Ind.  
Wilmington, Del.

#### LATIN AMERICAN PLANTS

**FOLDING CARTON**  
Mexico City, Mexico  
Cali, Colombia  
Caracas, Venezuela  
Valencia, Venezuela

**MILLS**  
Mexico City, Mexico (2)  
Cali, Colombia  
Caracas, Venezuela  
Valencia, Venezuela

**PAPER STOCK**  
Mexico City, Mexico  
Barranquilla, Colombia  
Bogota, Colombia  
Cali, Colombia  
Medellin, Colombia  
Caracas, Venezuela  
Maracay, Venezuela

**FIBRE CAN**  
Mexico City, Mexico  
Cali, Colombia

**SHIPPING CONTAINER**  
Barranquilla, Colombia  
Bogota, Colombia  
Cali, Colombia  
Medellin, Colombia  
Mexico City, Mexico  
Caracas, Venezuela  
Maracay, Venezuela  
Maracaibo, Venezuela

**BAGS**  
Cali, Colombia

#### EUROPEAN PLANTS

**FOLDING CARTON**  
Augsburg, West Germany  
Bremen, West Germany  
Hamburg, West Germany  
Orsenigo (Milan), Italy  
Vienna, Austria

**MILLS**  
Lubbeke, West Germany  
Ailing, West Germany  
Hoya, West Germany  
Viersen, West Germany  
Isoletta, Italy  
Milan, Italy

**FIBRE CAN**  
Orsenigo (Milan), Italy

**SHIPPING CONTAINER**  
Lubbeke, West Germany  
Dusseldorf, West Germany  
Hamburg, West Germany  
Nurnberg, West Germany  
Zwiesel, West Germany  
Novi Ligure, Italy  
Soest, Netherlands



As of the end of the year 19,114 men and women were in the employ of the company and its foreign subsidiaries.

The 133 employees who were serving in the Armed Forces of the country were sent a Christmas check.

**SAFETY**—There was increased interest and activity in the company's safety program. Ten plants and eight truck fleets ended the year without a chargeable lost time accident.

**PENSION**—Since the original plans were instituted 1,315 employees have received pensions and 834 employees or their joint annuitants were receiving pensions on December 31, 1961.

#### **MANAGEMENT PROFIT SHARING PLAN**

The non-participating Directors responsible for the determination of payments under this plan approved an amount of \$268,115 to 70 participants. This compares with \$274,140 in the previous year to 64 participants.

#### **STOCK OPTION PLAN**

At the beginning of the year—515,479 shares were under option to 278 individuals. 37,405 were exercised and issued, and 7,780 were cancelled during 1961. The privilege to grant options expired on January 1, 1961. At year end 470,294 shares remained under option to 259 individuals.

#### **STOCK BONUS PLAN**

For 1961, the company contributed \$1,749,085 to the plan for the benefit of 1,947 employee members. The Fund owned 581,484 shares at the end of the year, which was approximately 5.4% of the outstanding shares of the common stock of the Company.

#### **THE CONCORA FOUNDATION**

The Foundation was established in 1951 as a non-profit corporation to aid charitable, scientific and educational institutions. The Company made no contribution to the Foundation during 1961. At year end, the book value of its assets stood at \$1,367,939. Concora's





grants of \$344,798 in 1961 were divided 58% to education, 37% to charitable organizations, and 5% to scientific and cultural organizations.

#### ORGANIZATION

At the April 25, 1961 Board of Directors Meeting, Wesley M. Dixon was elected Chairman of the Board and Chief Executive Officer. John V. Spachner was elected Vice Chairman of the Board. Leo H. Schoenhofen was elected President.

At the December 15, 1961 Board of Directors Meeting, Leo H. Schoenhofen was designated Chief Executive Officer and the following officers were elected:

Frederick S. Crysler, Executive Vice President  
Thomas F. Cass, Executive Vice President  
Harry E. Miles, Senior Vice President  
Henry G. Van der Eb, Senior Vice President  
Carl M. Blumenschein, Senior Vice President and Controller  
Paul W. Guenzel, Vice President and Treasurer

On December 31, 1961, Ralph E. White, Vice President, Lyman Martin, President of the Mengel Division, and Wells Covington, Vice President of the Mengel Division retired from active service after many years of loyal and faithful service.

On behalf of the Board of Directors and the Senior Management, we extend our appreciation to all members of the organization here and abroad for the progress made during the year.

CHAIRMAN OF THE BOARD

VICE CHAIRMAN OF THE BOARD

PRESIDENT

The Annual Meeting of the shareholders will be held on Tuesday, April 24, 1962. A notice of the meeting, together with a form of proxy and a proxy statement, will be mailed to shareholders on or about March 28, 1962, at which time proxies will be requested by the management.

**CONTAINER CORPORATION OF AMERICA AND SUBSIDIARIES**  
**COMPARATIVE CONSOLIDATED BALANCE SHEETS—DECEMBER 31, 1961 AND 1960**

| ASSETS   | 1961                | 1960          |               |             |
|--|---------------------|---------------|---------------|-------------|
| <b>CURRENT ASSETS:</b>   |                     |               |               |             |
| Cash   | \$ 11 167 804       | \$ 11 845 348 |               |             |
| Marketable securities  | 19 131 022          | 8 292 472     |               |             |
| Receivables, less reserves   | 29 314 621          | 28 119 506    |               |             |
| Inventories of finished goods, work in process, raw materials and supplies—priced at the lower of average cost or market | 30 979 586          | 32 430 505    |               |             |
| Total current assets   | 90 593 033          | 80 687 831    |               |             |
| INVESTMENTS AND ADVANCES, at cost  | 3 330 769           | 2 868 535     |               |             |
| <b>PLANT AND EQUIPMENT, at cost (including properties acquired for capital stock):</b>                                   |                     |               |               |             |
| Land and timberland, less depletion  | Gross<br>14 281 656 | Reserves<br>— | 14 281 656    | 12 182 443  |
| Buildings  | 53 537 900          | 17 156 913    | 36 380 987    | 34 077 649  |
| Machinery, equipment, etc.   | 194 322 516         | 88 259 564    | 106 062 952   | 104 410 605 |
|  | 262 142 072         | 105 416 477   | 156 725 595   | 150 670 697 |
| PREPAID AND DEFERRED CHARGES   |                     | 6 754 162     | 5 767 804     |             |
|  |                     | \$257 403 559 | \$239 994 867 |             |



**LIABILITIES**

|  |               |               |
|--|---------------|---------------|
| <b>CURRENT LIABILITIES:</b>  |               |               |
| Short-term loans and current portion of long-term debt   | \$ 8 739 256  | \$ 6 042 147  |
| Accounts payable   | 11 398 960    | 8 544 302     |
| Accrued liabilities  | 13 131 601    | 12 915 793    |
| Accrued taxes on income  | 18 213 903    | 16 812 898    |
| Total current liabilities  | 51 483 720    | 44 315 140    |
| <b>LONG-TERM DEBT:</b>   |               |               |
| 3.30% sinking fund debentures, due July 1, 1980, less current portion  | 31 359 000    | 33 600 000    |
| Other  | 11 331 895    | 9 979 372     |
|  | 42 690 895    | 43 579 372    |
| <b>MINORITY INTEREST IN SUBSIDIARY COMPANIES</b>   | 7 035 655     | 6 688 389     |
| <b>CAPITAL:</b>  |               |               |
| 4% cumulative preferred stock, \$100 par value; authorized and issued 67,000 shares at December 31, 1961   | 6 700 000     | 7 000 000     |
| Common stock, \$5 par value; authorized 15,000,000 shares, issued 10,710,328 shares at December 31, 1961 (Note 1)  | 53 551 640    | 53 364 615    |
| Shareholders' investment in excess of par value (Note 1)   | 3 009 888     | 2 403 403     |
| Earnings retained for requirements of the business (Note 2)  | 93 523 539    | 83 213 195    |
| Deduct—Cost of 4% cumulative preferred stock held in treasury and provision for sinking fund on preferred stock; 4,458 shares and \$156,513 at December 31, 1961 | 591 778       | 569 247       |
|  | 156 193 289   | 145 411 966   |
|  | \$257 403 559 | \$239 994 867 |

**Notes to Financial Statements**

(1) Under the stock option plan for officers and key employees, options for the purchase of 470,294 shares at prices ranging from \$18.19 to \$27.88 per share were outstanding at December 31, 1961. Of the total, 401,954 shares were exercisable at December 31, 1961, and the remainder became exercisable during the period from 1962 to 1965. Unexercised options expire by 1970. Options for 37,405 shares were exercised in 1961. The increase in shareholders' investment in excess of par value during 1961 includes \$556,852 representing the excess of proceeds over par value of these shares and \$49,633 from purchases of preferred stock for sinking fund at less than par value.

(2) Under terms of the debenture indenture and other restrictions, approximately \$47,500,000 of the consolidated earnings retained at December 31, 1961, was restricted as to dividends on and acquisitions of capital stock.



**CONTAINER CORPORATION OF AMERICA AND SUBSIDIARIES  
COMPARATIVE STATEMENTS OF CONSOLIDATED INCOME  
FOR THE YEARS ENDED DECEMBER 31, 1961 AND 1960**

|  | <b>1961</b>   | <b>1960</b>   |
|--|---------------|---------------|
| NET SALES  | \$330 098 491 | \$327 262 662 |
| COST OF SALES  | 262 412 297   | 260 954 256   |
| Gross income from operations   | 67 686 194    | 66 308 406    |
| SELLING, ADMINISTRATIVE AND GENERAL EXPENSES   | 28 796 541    | 29 475 626    |
| Income from operations (after depreciation and depletion provisions<br>of \$13,466,980 in 1961 and \$12,829,059 in 1960) | 38 889 653    | 36 832 780    |
| OTHER DEDUCTIONS, net  | 2 081 162     | 1 421 353     |
| Balance before taxes on income   | 36 808 491    | 35 411 427    |
| PROVISION FOR TAXES ON INCOME  | 18 510 000    | 18 335 000    |
| Net income for the year  | 18 298 491    | 17 076 427    |
| SPECIAL ITEM: Gain on sale of U. S. Plywood Corporation common stock,<br>less related Federal income taxes               | 1 893 936     |               |
| Net income and special item  | \$ 20 192 427 | \$ 17 076 427 |

**STATEMENT OF CONSOLIDATED EARNINGS RETAINED FOR REQUIREMENTS OF THE BUSINESS  
FOR THE YEARS ENDED DECEMBER 31, 1961 AND 1960**

|   | <b>1961</b>  | <b>1960</b>  |
|---|--------------|--------------|
| Balance beginning of year                                 | \$83 213 195 | \$76 987 609 |
| Net income for the year                                   | 18 298 491   | 17 076 427   |
| Special item  | 1 893 936    |              |
| Cash dividends:   |              |              |
| Preferred stock (\$4.00 per share)                        | 255 438      | 270 428      |
| Common stock (\$.90 per share in 1961 and \$1.00 in 1960) | 9 626 645    | 10 580 413   |
| Balance end of year (Note 2 preceding page)               | \$93 523 539 | \$83 213 195 |

**ARTHUR ANDERSEN & CO., 120 South La Salle Street, Chicago 3**

To the Shareholders of Container Corporation of America:

We have examined the consolidated balance sheet of CONTAINER CORPORATION OF AMERICA (a Delaware corporation) and subsidiaries as of December 31, 1961, and the related statements of consolidated income and consolidated earnings retained for requirements of the business for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances. We had made a similar examination for the previous year. Financial statements of certain subsidiaries included in the consolidated statements were not examined by us, but we were furnished with reports of other auditors thereon.

In our opinion, based upon our examination and upon the reports of other auditors referred to above, the accompanying consolidated balance sheet and related statements of consolidated income and consolidated earnings retained for requirements of the business present fairly the financial position of Container Corporation of America and subsidiaries as of December 31, 1961, and the results of their operations for the year then ended, and were prepared in conformity with generally accepted accounting principles applied on a consistent basis.

Chicago, Illinois, February 5, 1962

ARTHUR ANDERSEN & CO.

**CONTAINER CORPORATION OF AMERICA AND SUBSIDIARIES**  
**DOMESTIC AND FOREIGN INCOME ACCOUNTS FOR THE YEARS 1961 AND 1960 (In thousands of dollars)**



|  | Consolidated |         | Domestic |         | Foreign |        |
|--|--------------|---------|----------|---------|---------|--------|
|  | 1961         | 1960    | 1961     | 1960    | 1961    | 1960   |
| Net sales                                    | 330 098      | 327 262 | 263 300  | 267 162 | 66 798  | 60 100 |
| Cost of sales                                | 262 412      | 260 954 | 208 487  | 212 529 | 53 925  | 48 425 |
| Gross income from operations                 | 67 686       | 66 308  | 54 813   | 54 633  | 12 873  | 11 675 |
| Selling, administrative and general expenses | 28 796       | 29 476  | 23 486   | 25 681  | 5 310   | 3 795  |
| Income from operations                       | 38 890       | 36 832  | 31 327   | 28 952  | 7 563   | 7 880  |
| Other income, deductions, net                | 1 170        | 230     | 416      | 21      | 1 586*  | 251    |
| Balance before taxes on income               | 37 720       | 36 602  | 31 743   | 28 973  | 5 977   | 7 629  |
| Provision for taxes on income                | 18 510       | 18 335  | 15 720   | 15 325  | 2 790   | 3 010  |
| Income before minority interest              | 19 210       | 18 267  | 16 023   | 13 648  | 3 187   | 4 619  |
| Minority interest                            | 912          | 1 191   | —        | 42      | 912     | 1 149  |
| Net income for the year                      | 18 298       | 17 076  | 16 023   | 13 606  | 2 275   | 3 470  |
| Special item                                 | 1 894        | —       | 1 894    | —       | —       | —      |
| Net income and special item                  | 20 192       | 17 076  | 17 917   | 13 606  | 2 275   | 3 470  |

\*Includes \$1,096,000 net loss resulting from use of free rate for conversion of foreign currencies.

**DOMESTIC AND FOREIGN NET ASSETS—DECEMBER 31, 1961 AND 1960 (In thousands of dollars)**

|  |         |         |         |         |        |        |
|--|---------|---------|---------|---------|--------|--------|
| Current assets:  |         |         |         |         |        |        |
| Cash and marketable securities                         | 30 299  | 20 138  | 25 924  | 15 440  | 4 375  | 4 698  |
| Receivables, less reserves                             | 29 315  | 28 119  | 20 478  | 18 792  | 8 837  | 9 327  |
| Inventories  | 30 979  | 32 431  | 21 749  | 23 818  | 9 230  | 8 613  |
| Total current assets                                   | 90 593  | 80 688  | 68 151  | 58 050  | 22 442 | 22 638 |
| Investments and advances                               | 3 331   | 2 868   | 1 947   | 2 085   | 1 384  | 783    |
| Plant and equipment, less reserves                     | 156 726 | 150 671 | 109 489 | 108 770 | 47 237 | 41 901 |
| Prepaid and deferred charges                           | 6 754   | 5 768   | 5 321   | 5 078   | 1 433  | 690    |
| Total assets   | 257 404 | 239 995 | 184 908 | 173 983 | 72 496 | 66 012 |
| Current liabilities:                                   |         |         |         |         |        |        |
| Short-term loans and current portion of long-term debt | 8 739   | 6 042   | 163     | 406     | 8 576  | 5 636  |
| Accounts payable                                       | 11 399  | 8 544   | 7 380   | 4 362   | 4 019  | 4 182  |
| Accrued liabilities                                    | 13 132  | 12 916  | 10 991  | 10 668  | 2 141  | 2 248  |
| Accrued taxes on income                                | 18 214  | 16 813  | 15 598  | 13 759  | 2 616  | 3 054  |
| Total current liabilities                              | 51 484  | 44 315  | 34 132  | 29 195  | 17 352 | 15 120 |
| Long-term debt   | 42 691  | 43 579  | 33 159  | 33 600  | 9 532  | 9 979  |
| Total liabilities                                      | 94 175  | 87 894  | 67 291  | 62 795  | 26 884 | 25 099 |
| Total net assets                                       | 163 229 | 152 101 | 117 617 | 111 188 | 45 612 | 40 913 |
| Minority interest                                      | 7 036   | 6 689   | —       | —       | 7 036  | 6 689  |
| Company interest                                       | 156 193 | 145 412 | 117 617 | 111 188 | 38 576 | 34 224 |



**CONTAINER CORPORATION OF AMERICA AND SUBSIDIARIES CONSOLIDATED  
EARNINGS STATEMENTS FOR TWELVE YEAR PERIOD ENDED DECEMBER 31, 1961**

|   | 1961†       | 1960†       | 1959†       | 1958†       | 1957        |
|---|-------------|-------------|-------------|-------------|-------------|
| Sales   | 330 098 491 | 327 262 662 | 322 286 816 | 289 600 173 | 256 115 744 |
| Cost of sales                                 | 262 412 297 | 260 954 256 | 255 217 984 | 234 161 823 | 205 420 783 |
| Gross earnings                                | 67 686 194  | 66 308 406  | 67 068 832  | 55 438 350  | 50 694 961  |
| Selling, administrative, and general expenses | 28 796 541  | 29 475 626  | 26 605 162  | 23 859 061  | 21 467 727  |
| Earnings from operations                      | 38 889 653  | 36 832 780  | 40 463 670  | 31 579 289  | 29 227 234  |
| Other income, deductions, net                 | 2 081 162   | 1 421 353   | 1 059 890   | 398 795     | 562 458     |
| Earnings before taxes on income               | 36 808 491  | 35 411 427  | 39 403 780  | 31 180 494  | 29 789 692  |
| Provision for taxes on income                 | 18 510 000  | 18 335 000  | 19 765 000  | 16 100 000  | 15 200 000  |
| Net earnings for the year                     | 18 298 491* | 17 076 427  | 19 638 780  | 15 080 494  | 14 589 692  |
| Depreciation and depletion                    | 13 466 980  | 12 829 059  | 11 703 336  | 10 741 425  | 6 756 037   |
| Earnings per share of common stock            | 1.68*       | 1.57        | 1.83        | 1.41        | 1.36        |
| Return on shareholders' investment            | 12.6%       | 12.4%       | 15.4%       | 12.2%       | 12.6%       |

**RECORD OF DIVIDENDS FOR TWELVE YEAR PERIOD ENDED DECEMBER 31, 1961**

|                      |           |            |            |            |            |
|----------------------|-----------|------------|------------|------------|------------|
| Dividends:           |           |            |            |            |            |
| Preferred stock      | 255 438   | 270 428    | 275 988    | 287 658    | 291 848    |
| Common stock         | 9 626 645 | 10 580 413 | 10 532 033 | 10 509 490 | 10 508 892 |
| Total dividends      | 9 882 083 | 10 850 841 | 10 808 021 | 10 797 148 | 10 800 740 |
| Dividends per share: |           |            |            |            |            |
| Preferred stock      | 4.00      | 4.00       | 4.00       | 4.00       | 4.00       |
| Common stock         | .90       | 1.00       | 1.00       | 1.00       | 1.00       |

†Includes foreign subsidiaries

\*Excludes non-recurring earnings of \$1,893,936 or 18¢ per share

| 1956        | 1955        | 1954        | 1953        | 1952        | 1951        | 1950        | TOTAL         |
|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|
| 276 008 765 | 258 463 036 | 186 595 052 | 187 552 652 | 178 408 152 | 212 562 019 | 154 841 198 | 2 979 794 760 |
| 217 184 897 | 203 429 246 | 145 808 593 | 147 939 847 | 137 282 965 | 165 327 034 | 123 873 851 | 2 359 013 576 |
| 58 823 868  | 55 033 790  | 40 786 459  | 39 612 805  | 41 125 187  | 47 234 985  | 30 967 347  | 620 781 184   |
| 21 947 478  | 20 517 129  | 12 919 120  | 12 252 693  | 11 632 175  | 10 901 566  | 8 922 520   | 229 296 798   |
| 36 876 390  | 34 516 661  | 27 867 339  | 27 360 112  | 29 493 012  | 36 333 419  | 22 044 827  | 391 484 386   |
| 1 054 529   | 494 830     | 1 136 893   | 812 836     | 889 936     | 782 578     | 651 799     | 1 424 659     |
| 37 930 919  | 35 011 491  | 29 004 232  | 28 172 948  | 30 382 948  | 37 115 997  | 22 696 626  | 392 909 045   |
| 19 700 000  | 18 600 000  | 15 400 000  | 18 045 000  | 20 100 000  | 25 050 000  | 10 680 000  | 215 485 000   |
| 18 230 919  | 16 411 491  | 13 604 232  | 10 127 948  | 10 282 948  | 12 065 997  | 12 016 626  | 177 424 045   |
| 6 059 624   | 5 686 373   | 4 109 753   | 3 930 557   | 3 668 041   | 3 543 809   | 3 045 298   | 85 540 292    |
| 1.71        | 1.59        | 1.33        | .99         | 1.00        | 1.18        | 1.17        |               |
| 18.3%       | 18.4%       | 16.6%       | 13.0%       | 14.0%       | 17.8%       | 19.5%       |               |
| 310 618     | 337 008     | 349 235     | 358 800     | 365 840     | 366 050     | 390 720     | 3 859 631     |
| 8 456 860   | 7 487 355   | 6 219 863   | 5 447 607   | 5 447 607   | 5 447 607   | 5 447 607   | 95 711 979    |
| 8 767 478   | 7 824 363   | 6 569 098   | 5 806 407   | 5 813 447   | 5 813 657   | 5 838 327   | 99 571 610    |
| 4.00        | 4.00        | 4.00        | 4.00        | 4.00        | 4.00        | 4.00        |               |
| .81¼        | .75         | .62½        | .55         | .55         | .55         | .55         |               |



**CONTAINER CORPORATION OF AMERICA AND SUBSIDIARIES CONSOLIDATED**  
**YEAR-END BALANCE SHEETS FOR TWELVE YEAR PERIOD ENDED DECEMBER 31, 1961**

**ASSETS**

|  | 1961†       | 1960†       | 1959†       | 1958†       | 1957        |
|--|-------------|-------------|-------------|-------------|-------------|
| Cash and marketable securities                               | 30 298 826  | 20 137 820  | 16 424 762  | 19 004 970  | 15 604 805  |
| Receivables, less reserves                                   | 29 314 621  | 28 119 506  | 24 556 786  | 22 642 561  | 15 599 817  |
| Inventories  | 30 979 586  | 32 430 505  | 31 725 278  | 29 680 189  | 24 232 585  |
| Total current assets   | 90 593 033  | 80 687 831  | 72 706 826  | 71 327 720  | 55 437 207  |
| Cash and securities set aside for additions and improvements | —           | —           | —           | —           | —           |
| Investments and advances                                     | 3 330 769   | 2 868 535   | 5 067 287   | 2 496 298   | 12 912 733  |
| Land and timberland  | 14 281 656  | 12 182 443  | 10 720 717  | 10 622 288  | 8 926 758   |
| Buildings, machinery and equipment                           | 247 860 416 | 233 653 779 | 215 251 831 | 200 526 742 | 159 783 974 |
| Reserves for depreciation                                    | 105 416 477 | 95 165 525  | 84 042 578  | 74 365 399  | 62 835 598  |
| Deferred charges   | 6 754 162   | 5 767 804   | 6 406 894   | 6 269 613   | 5 310 539   |
|  | 257 403 559 | 239 994 867 | 226 110 977 | 216 877 262 | 179 535 613 |

**LIABILITIES**

|  |             |             |             |             |             |
|--|-------------|-------------|-------------|-------------|-------------|
| Short-term loans and current portion of long-term debt | 8 739 256   | 6 042 147   | 8 246 083   | 15 020 307  | —           |
| Accounts payable                                       | 11 398 960  | 8 544 302   | 8 485 052   | 6 930 220   | 3 093 604   |
| Accrued liabilities                                    | 13 131 601  | 12 915 793  | 11 551 120  | 11 641 226  | 9 412 407   |
| Accrued taxes on income                                | 18 213 903* | 16 812 898* | 14 767 996* | 12 931 885* | 11 591 802* |
| Total current liabilities                              | 51 483 720  | 44 315 140  | 43 050 251  | 46 523 638  | 24 097 813  |
| 3.3% Debentures, due July 1, 1980                      | 31 359 000  | 33 600 000  | 34 947 000  | 35 000 000  | 35 000 000  |
| Long-term debt   | 11 331 895  | 9 979 372   | 4 112 010   | 1 258 718   | 550 000     |
| Minority interest in subsidiary companies              | 7 035 655   | 6 688 389   | 6 816 429   | 6 307 946   | 666 315     |
| Capital:   |             |             |             |             |             |
| Preferred stock  | 6 700 000   | 7 000 000   | 7 300 000   | 7 300 000   | 7 300 000   |
| Common stock   | 53 551 640  | 53 364 615  | 52 778 140  | 52 564 320  | 52 544 460  |
| Investment in excess of par value                      | 3 009 888   | 2 403 403   | 686 547     | 59 256      | —           |
| Earnings retained                                      | 93 523 539  | 83 213 195  | 76 987 609  | 68 156 850  | 59 380 519  |
| Sinking fund for retirement of preferred stock         | 591 778     | 569 247     | 567 009     | 293 466     | 3 494       |
|  | 257 403 559 | 239 994 867 | 226 110 977 | 216 877 262 | 179 535 613 |
| *Accrued taxes on income                               | 18 213 903  | 16 812 898  | 14 767 996  | 12 931 885  | 12 851 735  |
| Less U.S. Government Securities                        | —           | —           | —           | —           | 1 259 933   |
| Shareholders' investment                               | 156 193 289 | 145 411 966 | 137 185 287 | 127 786 960 | 119 221 485 |
| Investment per common share                            | 14.01       | 13.02       | 12.36       | 11.49       | 10.65       |
| Working capital  | 39 109 313  | 36 372 691  | 29 656 575  | 24 804 082  | 31 339 394  |
| Current ratio  | 1.76 to 1   | 1.82 to 1   | 1.69 to 1   | 1.53 to 1   | 2.30 to 1   |

†Includes foreign subsidiaries

| 1956        | 1955        | 1954       | 1953       | 1952       | 1951       | 1950       |
|-------------|-------------|------------|------------|------------|------------|------------|
| 17 093 285  | 18 219 191  | 10 778 656 | 15 796 013 | 15 200 591 | 10 268 094 | 7 456 055  |
| 15 078 480  | 14 634 476  | 8 941 532  | 7 503 418  | 8 619 054  | 8 559 391  | 9 733 435  |
| 22 251 600  | 23 521 692  | 13 790 287 | 10 261 548 | 12 100 069 | 11 688 373 | 11 924 620 |
| 54 423 365  | 56 375 359  | 33 510 475 | 33 560 979 | 35 919 714 | 30 515 858 | 29 114 110 |
| 16 754 049  | 25 000 000  | 1 318 239  | 5 514 683  | 428 552    | 3 007 331  | 3 500 000  |
| 12 063 095  | 7 058 048   | 11 789 380 | 2 565 548  | 1 715 726  | 1 661 084  | 1 286 187  |
| 8 435 776   | 8 701 525   | 5 636 888  | 4 420 563  | 4 350 340  | 4 605 894  | 4 598 890  |
| 125 651 035 | 109 288 928 | 85 637 663 | 77 883 526 | 74 917 962 | 69 663 809 | 63 186 670 |
| 58 086 495  | 55 653 970  | 42 181 270 | 38 385 114 | 35 254 114 | 31 781 821 | 28 681 919 |
| 3 803 556   | 3 713 004   | 2 621 105  | 1 880 218  | 2 712 524  | 1 754 187  | 1 121 377  |
| 163 044 381 | 154 482 894 | 98 332 480 | 87 440 403 | 84 790 704 | 79 426 342 | 74 125 315 |
| —           | —           | —          | —          | —          | —          | —          |
| 2 374 542   | 3 589 592   | 2 389 886  | 1 350 227  | 2 016 989  | 1 580 387  | 3 060 885  |
| 8 847 095   | 8 242 302   | 6 560 388  | 4 349 946  | 5 054 486  | 4 292 057  | 3 459 188  |
| —*          | 578 438*    | —*         | —*         | —*         | —*         | —*         |
| 11 221 637  | 12 410 332  | 8 950 274  | 5 700 173  | 7 071 475  | 5 872 444  | 6 520 073  |
| 35 000 000  | 35 000 000  | —          | —          | —          | —          | —          |
| 700 000     | 850 000     | —          | —          | —          | —          | —          |
| 645 402     | 6 782 155   | —          | —          | —          | —          | —          |
| 8 200 000   | 8 500 000   | 8 800 000  | 9 100 000  | 9 400 000  | 9 400 000  | 10 000 000 |
| 52 544 460  | 25 224 510  | 24 957 850 | 19 809 480 | 19 809 480 | 19 809 480 | 19 809 480 |
| —           | 19 913 890  | 18 409 927 | 3 829 851  | 3 829 851  | 3 829 851  | 3 829 851  |
| 55 591 567  | 46 409 690  | 37 822 562 | 49 606 434 | 45 284 893 | 40 815 392 | 34 563 052 |
| 858 685     | 607 683     | 608 133    | 605 535    | 604 995    | 300 825    | 597 141    |
| 163 044 381 | 154 482 894 | 98 332 480 | 87 440 403 | 84 790 704 | 79 426 342 | 74 125 315 |
| 17 362 662  | 19 115 484  | 16 935 190 | 21 086 718 | 22 435 957 | 27 090 251 | 12 585 392 |
| 17 362 662  | 18 537 046  | 16 935 190 | 21 086 718 | 22 435 957 | 27 090 251 | 12 585 392 |
| 115 477 342 | 99 440 407  | 89 382 206 | 81 740 230 | 77 719 229 | 73 553 898 | 67 605 242 |
| 10.29       | 9.07        | 8.13       | 7.40       | 6.96       | 6.51       | 5.88       |
| 43 201 728  | 43 965 027  | 24 560 201 | 27 860 806 | 28 848 239 | 24 643 414 | 22 594 037 |
| 4.85 to 1   | 4.54 to 1   | 3.74 to 1  | 5.89 to 1  | 5.08 to 1  | 5.20 to 1  | 4.47 to 1  |

**CONTAINER CORPORATION OF AMERICA**  
**38 SOUTH DEARBORN STREET, CHICAGO 3**



**DIRECTORS**

JOHN E. BIERWIRTH, New York, New York  
WESLEY M. DIXON, Chicago, Illinois  
JOHN L. DOLE, Chicago, Illinois  
GAYLORD A. FREEMAN, JR., Chicago, Illinois  
ALBERT H. GORDON, New York, New York  
ROBERT S. INGERSOLL, Chicago, Illinois  
RICHARD G. IVEY, London, Ontario, Canada  
JOHN F. MERRIAM, Omaha, Nebraska  
LEO H. SCHOENHOFEN, Chicago, Illinois  
JOHN V. SPACHNER, Chicago, Illinois

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**EXECUTIVE COMMITTEE**

JOHN E. BIERWIRTH  
WESLEY M. DIXON  
GAYLORD A. FREEMAN, JR.  
ALBERT H. GORDON  
RICHARD G. IVEY  
LEO H. SCHOENHOFEN  
JOHN V. SPACHNER

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**OFFICERS**

WESLEY M. DIXON, Chairman of the Board  
JOHN V. SPACHNER, Vice Chairman of the Board  
LEO H. SCHOENHOFEN, President  
THOMAS F. CASS, Executive Vice President  
FREDERICK S. CRYSLER, Executive Vice President  
CARL M. BLUMENSHEIN, Senior Vice President and Controller  
HARRY E. MILES, Senior Vice President  
HENRY G. VAN DER EB, Senior Vice President  
HARRY E. GREEN, Vice President and General Counsel  
PAUL W. GUENZEL, Vice President and Treasurer  
LAURENCE A. COMBS, Vice President  
WILLIAM P. HOOKER, Vice President  
JOHN G. ROBINSON, Vice President  
PAUL E. SIGLER, Vice President  
RALPH E. WHITE, Vice President\*  
EDWARD K. MEIER, Secretary

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**TRANSFER AGENTS**

HARRIS TRUST AND SAVINGS BANK, Chicago, Illinois  
FIRST NATIONAL CITY TRUST COMPANY, New York, New York

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**REGISTRARS**

CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST COMPANY, Chicago, Illinois  
CHEMICAL BANK NEW YORK TRUST COMPANY, New York, New York

\*Retired December 31, 1961



